'T S4/FREE/1-   - 'FREE' is not a valid format name in file(s): 347,
10'   349

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1. ☑ 4/6/1 (Item 1 from file: 15)
   00858583   95-07975
                 USE FORMAT 7 OR 9 FOR FULL TEXT
   Sales: Evaluating the return on investment
      Word Count: 1812 Length: 3 Pages
   May 1994
   Geographic Names: US

   Descriptors: Health care industry; Hospitals; Sales managers; Market strategy
   Classification Codes: 9190 (CN=United States); 8320 (CN=Health care industry); 7300
   (CN=Sales & selling)

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2. ☑ 4/6/2 (Item 2 from file: 15)
   01148576   97-97970
                 USE FORMAT 7 OR 9 FOR FULL TEXT
   Predicting the demand for healthcare
      Word Count: 2698 Length: 5 Pages
   Jan/Feb 1996
   Geographic Names: US

   Descriptors: Health care industry; Health services utilization; Consumer behavior; Market
   research; Health care expenditures; Cost control; Health care delivery
   Classification Codes: 9190 (CN=United States); 8320 (CN=Health care industry); 7100
   (CN=Market research)

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3. ☐ 4/6/3 (Item 3 from file: 16)
   05024957   Supplier Number: 47377970 (USE FORMAT 7 FOR FULLTEXT)

   Cover Story
   May 12 , 1997
   Word Count: 2881
   Publisher Name: Crain Communications, Inc.
   Event Names: *240 (Marketing procedures)
   Geographic Names: *1USA (United States)
   Product Names: *8000130 (Health Maintenance Organizations)
   Industry Names: BUSN (Any type of business); HLTH (Healthcare - Medical and Health)

NAICS Codes: 621491 (HMO Medical Centers)

4. ☐ 4/6/4 (Item 4 from file: 15)
01407646   00058633
            USE FORMAT 7 OR 9 FOR FULL TEXT
Redistributional consequences of community rating
   Word Count: 4034 Length: 16 Pages
Apr 1997
Geographic Names: US; California

Descriptors: Health insurance; Insurance premiums; Insurance company ratings; Studies;
Wealth; Poverty; Income redistribution
Classification Codes: 1130 (CN=Economic theory); 8210 (CN=Life & health insurance); 9130
(CN=Experimental/Theoretical); 9190 (CN=United States)

5. ☐ 4/6/5 (Item 5 from file: 15)
01395475   00-46462
            USE FORMAT 7 OR 9 FOR FULL TEXT
How much does excess inpatient capacity really cost?
   Word Count: 2444 Length: 7 Pages
Apr 1997
Geographic Names: US

Descriptors: Cost accounting; Methods; Hospitals; Inpatient care; Capacity
Classification Codes: 9190 (CN=United States); 4120 (CN=Accounting policies & procedures);
8320 (CN=Health care industry)

6. ☐ 4/6/6 (Item 6 from file: 9)
01260568 Supplier Number: 23894147 (USE FORMAT 7 OR 9 FOR FULLTEXT)
HMO Makeover

May 12, 1997
Word Count: 3134

Special Features: Table
Industry Names: Health care delivery; Insurance
Product Names: Hospital and medical service plans (632400)
Concept Terms: All company; All market information; Corporate strategy; Trends
Geographic Names: North America (NOAX); United States (USA)

7. ☐ 4/6/7 (Item 7 from file: 148)
10423227   Supplier Number: 21060985 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The role of uninsurance and race in healthcare utilization by rural minorities.

August , 1998
Word Count: 4024   Line Count: 00335

Special Features: table; illustration
Industry Codes/Names: BUSN Any type of business; HLTH Healthcare - Medical and Health
Descriptors: Medical care--Utilization; Minorities--Health aspects; Rural health services--
Research
File Segment: TI File 148

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8. ☐ 4/6/8 (Item 8 from file: 148)
11304988   Supplier Number: 55610154 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Response to health insurance by previously uninsured rural children.

August , 1999
Word Count: 5156   Line Count: 00458
Industry Codes/Names: BUSN Any type of business; HLTH Healthcare - Medical and Health
Descriptors: Medical care, Cost of--Research; Rural children--Insurance; Health insurance--
Evaluation
File Segment: TI File 148

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9. ☑ 4/6/9 (Item 9 from file: 148)
10861375   Supplier Number: 54035834 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Risk-adjusted capitation based on the diagnostic cost group model: an empirical evaluation
with health survey information.(Methods)

Feb , 1999
Word Count: 5922   Line Count: 00482

Special Features: illustration; 3
Industry Codes/Names: BUSN Any type of business; HLTH Healthcare - Medical and Health
Descriptors: Diagnosis--Economic aspects; Medical care, Cost of--Models; Capitated payment
systems (Medical care)--Analysis
File Segment: TI File 148

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10. ☑ 4/6/10 (Item 10 from file: 15)
02030055   54476784
            USE FORMAT 7 OR 9 FOR FULL TEXT
Achieving a balance between risk and return
   Word Count: 2357 Length: 5 Pages
Jun 2000
Geographic Names: United States; US

Descriptors: Health care industry; Financial management; Risk management; CAPM; Return
on investment

Classification Codes: 9190 (CN=United States); 8320 (CN=Health care industry); 3100 (CN=Capital & debt management)

Print Media ID: 17804

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